



KENNETH BANKS
PRESIDENT AND FOUNDER
BANKS CONTRACTING COMPANY
BANKS REAL ESTATE DEVELOPMENT COMPANY

At the helm of a multi- million dollar strategic planning consortium, Ken Banks continually refines a vision that successfully creates and builds companies, constructs mega-projects, and grows real estate ventures. A proven visionary and development pioneer, he views the world through several distinct lenses and continues to push the boundaries of business entrepreneurship.

Mr. Banks founded his business in 1980 and from the onset was determined to differentiate his company from other firms by providing a better quality of service. He focused on creating leading edge processes and techniques that allowed him to deliver construction projects to his customers in the shortest possible time frames. Over the years, Banks Contracting Company became an industry leader in delivering projects in unprecedented timeframes and has received numerous awards in honor of its achievements.

As a business constant, Ken is always looking toward business enhancement and differentiation. He saw an opportunity to develop mega projects. In order to minimize business risk and maximize gain, Ken was the first in Baltimore to actively seek strategic partnerships and joint ventures to construct these mega projects with large commercial construction firms. This became a hallmark of Banks Contracting Company and includes such projects as the Hilton Hotel in Baltimore and the \$600 million New Clinical Building at Johns Hopkins Hospital.

The successful advancement of strategic partnerships was extended to the sphere of real estate development where Mr. Banks has partnered with numerous firms to purchase, own and lease projects throughout the Baltimore area. Ken also developed strategic partnerships in parking management and concrete supply and plant ownership.

Given Ken's demonstrated ability to organize and structure complex business partnership and joint ventures, he has become a sought after expert and speaker on the philosophy of business partnerships.